

Message Text

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PAGE 01 STATE 075055
ORIGIN XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 /025 R

XMB

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XMB: M. SCHAFER
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EB/IFD/ODF:TPARKER
EUR/WE:AHUGHES

-----106042 231747Z /72

P 231713Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY MADRID PRIORITY

UNCLAS STATE 075055

E.O. 11652:N/A

TAGS: OVIP/SP

SUBJECT: VISIT OF EXIMBANK CHAIRMAN MOORE, APRIL 22 TO 26,
1978

1. A LIST OF THOSE WITH WHOM MR. MOORE, CHAIRMAN OF EXIM-
BANK WOULD LIKE TO MEET DURING HIS STAY IN MADRID
FOLLOWS. WE UNDERSTAND APPROPRIATE INQUIRIES ARE UNDER-
WAY AS TO POSSIBLE MEETINGS WITH THE PRIME MINISTER AND
THE KING.

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2. GOS
MINISTER OF THE ECONOMY FERNANDO ABRIL MARTORELL
MINISTER OF FINANCE FRANCISCO FERNANDEZ ORDONEZ
MINISTER OF INDUSTRY AND AUGUSTIN RODRIGUEZ SAHAGUN
MINISTER OF COMMERCE AND TOURISM JUAN ANTONIO GARCIA DIEZ
GOVERNOR OF THE BANK OF SPAIN JOSE MARIA LOPEZ DE LETONA
PRESIDENT OF THE NATIONAL INSTITUTE OF INDUSTRY
FRANCISCO GIMENEZ TORRES

3. SPANISH UTILITY COMPANIES

IBERDUERO, S.A.

HIDROELECTRICA ESPANOLA, S.A.

FUERZAS ELECTRICAS DE CATALUNA, S.A.

COMPANIA SEVILLANA DE ELECTRICIDAD, S.A.

UNION ELECTRICA, S.A.

EMPRESA NACIONAL HIDROELECTRICA DEL RIBAGORZANA, S.A.

FUERZAS ELECTRICAS DEL NOROESTE, S.A.

EMPRESA NACIONAL ELECTRICA DE CORDOBA, S.A.

EMPRESA NACIONAL DE ELECTRICIDAD, S.A.

ELECTRA DE VIESGO, S.A.

HIDROELECTRICA DEL CANTABRICO, S.A.

HIDROELECTRICA DE CATALUNA, S.A.

ELECTRICAS REUNIDAS DE ZARAGOZA, S.A.

GAS Y ELECTRICIDAD, S.A.

FUERZAS HIDROELECTRICAS DEL SEGRE, S.A.

4. SPANISH BANKS (GUARANTORS OF EXIMBANK CREDITS)

BANCO ESPANOL DE CREDITO

BANCO HISPANO AMERICANO

BANCO MARCH

BANCO DE BILBAO

BANCO CENTRAL

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BANCO DE VIZCAYA

BANCO URQUIJO

BANCA CATALANA

BANCO INDUSTRIAL DE CATALUNA

CAJA DE AHORROS DE ZARAGOZA

5. OTHERS

CTNE

IBERIA

TECNATOM

ENSIDESA

CARLOS GAMIR, DIRECTOR GENERAL OF INTERNATIONAL ECONOMIC

RELATIONS, HEADED SPANISH DELEGATION TO U.S./SPANISH

JOINT ECONOMIC COUNCIL MEETINGS IN WASHINGTON 1/17 -

1/19/78

6.

BECAUSE OF THE LARGE NUMBER, GROUPINGS, WHERE A
COMMONALITY EXISTS, ARE RECOMMENDED. SOME SUGGESTED
GROUPINGS FOLLOW (UTILITY GROUPS CONFORM TO CONSORTIA
IN EXISTING EXIM CREDITS):

HIDROLA AND SEVILLANA

THE INI COMPANIES: ENHER, ENDESA, ENECO, IBERIA,

ENSIDESA

HEC, SEGRE, ERZ
FENOSA, CANTABRICO, VIESGO (THE REGODOLA GROUP)
THE SPANISH BANKS

7. AS THE SCHEDULE NOW STANDS, MR. MOORE HAS A LUNCHEON HOSTED BY THE AMBASSADOR ON MONDAY, APRIL 24, AND A LUNCHEON HOSTED BY U.S. CHAMBER OF COMMERCE ON APRIL 25, AND DEPARTS SPAIN 1640 HOURS, APRIL 26. WE SUGGEST AN INI DINNER ON MONDAY OR TUESDAY AS PER THEIR SUGGESTION. ALSO, WE SUGGEST A WEDNESDAY, APRIL 26 BREAKFAST MEETING FOR THE SPANISH BANKERS AT AN APPROPRIATE HOUR OF YOUR CHOOSING.

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8. INGENERAL, WE SEE ONE FULL DAY SPENT WITH GOS OFFICIALS, ONE FULL DAY WITH SPANISH COMPANIES, AND ONE HALF DAY (WEDNESDAY) FOR REMAINING MEETINGS.

9. BECAUSE OF THE IMPORTANCE OF THE VANDELLOS 3 NUCLEAR PLANT TO BE OWNED BY FECSA AND THE INTENSE INTERNATIONAL COMPETITION FOR THAT ORDER, WE WISH TO ASSIGN HIGHEST PRIORITY TO MEETING FECSA OFFICIALS, SECOND ONLY TO GOS OFFICIAL MEETINGS. IF FECSA WISHES TO DO SO, WE WOULD BE HAPPY TO JOIN THEM FOR DINNER, FOR EXAMPLE, ON EITHER MONDAY OR TUESDAY EVENING WITH INI ENJOYING FIRST OPTION.

10. PERHAPS AMBASSADOR STABLER COULD INCLUDE SR. CARLOS GAMIR AND SR. FRANCISCO VIGHI, PRESIDENT OF TECNATOM IN HIS LUNCHEON.

11. THIS LEAVES FOR REMAINING INDIVIDUAL MEETINGS: IBERDUERO, UNION ELECTRICA, GESA, AND CTNE. IBERDUERO AND CTNE BECAUSE OF THEIR PROMINENCE AND LONG STANDING RELATIONSHIPS WITH EXIMBANK ARE ENTITLED TO INDIVIDUAL MEETINGS.

12. UNION ELECTRICA WILL BE HOSTING A TOUR OF THE ZORITA NUCLEAR PLANT ON APRIL 3 FOR AMERICAN BANKING COMMUNITY AND MESSRS. STINGEL AND KAISER. BOTH THEY AND GESA COULD BE SACRIFICED FOR MEETINGS WITH THE KING AND (OR) PRIME MINISTER.

13. RAYMOND ALBRIGHT AND ROBERT KAISER WILL REMAIN IN SPAIN AFTER MR. MOORE'S DEPARTURE FOR FOLLOW-UP MEETINGS WHICH COULD NOT BE KEPT BY MR. MOORE.

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14. AT YOUR DISCRETION, SHOULD MELVIN SINN AND WALTER WEST BE INVITED TO MADRID TO MEET MR. MOORE?

15. IF AT ALL POSSIBLE, MR. MOORE WOULD LIKE A TWO HOUR BREAK BETWEEN HIS LAST MEETING OF EACH DAY AND THE EVENING DINNER.

16. EXIMBANK APPRECIATES EMBASSY ASSISTANCE. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE075055
Document Source: CORE
Document Unique ID: 00
Drafter: R.J. KAISER:MRM
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780128-0735
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780331/aaaaazyf.tel
Line Count: 182
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ccafd7be-c288-dd11-92da-001cc4696bcc
Office: ORIGIN XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3222460
Secure: OPEN
Status: NATIVE
Subject: VISIT OF EXIMBANK CHAIRMAN MOORE, APRIL 22 TO 26, 1978
TAGS: OVIP, SP, US, XMB, (MOORE, JOHN L)
To: MADRID
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/ccafd7be-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014